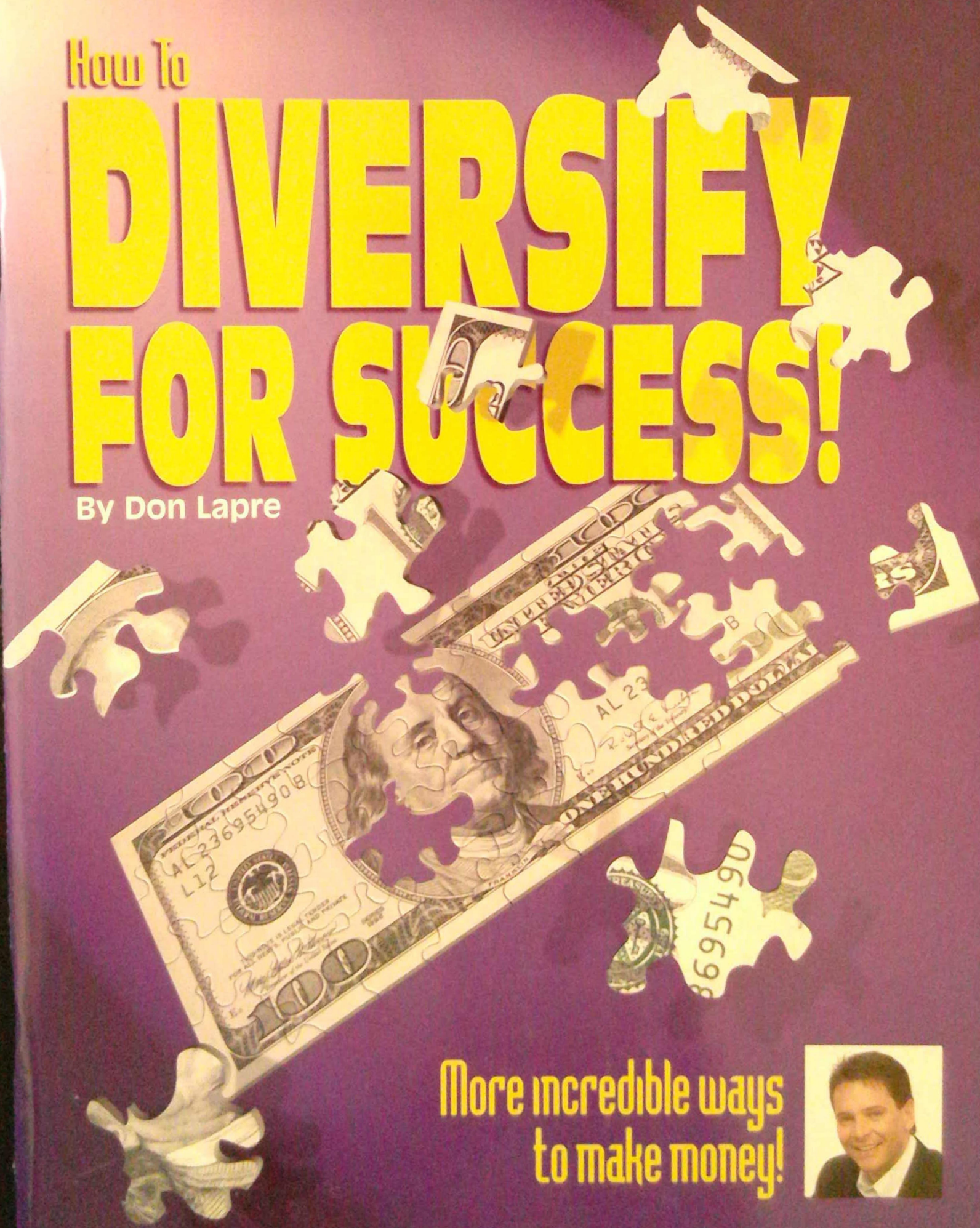


How To

DIVERSIFY FOR SUCCESS!

By Don Lapre



More incredible ways
to make money!



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INTRODUCTION

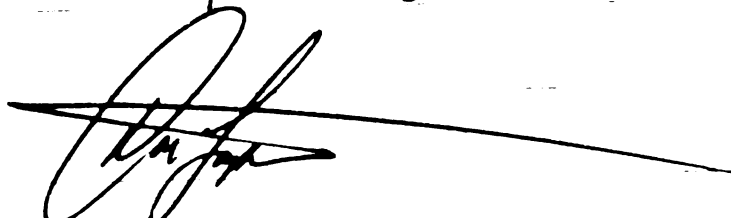
Diversification is the key to my success! Just as it is critical to have a diversified portfolio when you're investing your money, it is also critical to diversify the ways you make your initial money!

Placing ads is an exciting business, but it's not the only business venture into which I invest my time. And just within my placing ads business, I run several campaigns at the same time. There will be "up" times and "down" times in every business. The more you can diversify your business, the smoother your ride is likely to be!

This book is dedicated to buying and selling — another one of my favorite ways to make money. I've made millions buying and selling and I'm going to teach you over eight incredible ways to buy and sell, as well as everything you need to know about government auctions! I've made over a million dollars at a single auction!!!

Buying and selling is an incredible way to diversify your new home business and it ties in perfectly with placing ads! Remember, each opportunity that you pass up could have been the one that made you rich!

Never stop dreaming!



Don Lapre

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My Story

After reading this manual, you still won't be able to understand how incredible buying & selling is until you actually do it!!! I noticed that it's much more exciting to read this manual after you have read the Small Ads, Big Profits Manual. Please stop and read that first.

Go on only if you have already read the Small Ads, Big Profits Manual!



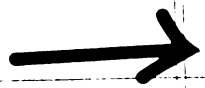
If you've read the Small Ads, Big Profits Manual, then you have seen how a tiny way to make money can turn into a giant way to make money. Buying and selling is almost exactly the same. Once again, I'm talking from actual experience.

In each manual, I try to cut out all the garbage and give you exactly what you need to start making money. I share every secret I know. Because of this, I know for a fact that I will continue to have more and more people write me letters on how successful they were by using my secrets.

The part that makes me laugh is that the people I talk to who have great success sound so excited that they act as though I'm going to be shocked at how well they've done. When I meet people who make a lot of money, they tell me how they did it and they tell me as if they were showing me some secret I didn't already know. I keep doing my Making Money Show because of the people who change their lives after listening to what I say!!!

I never mention this on TV, but I make very little on the sale of each Making Money Package because of the cost of the TV time, along with the package and the cost of shipping. I make ten times more profit buying and selling and ten times more profit placing classified ads around the country than I ever do selling my Making Money Package. I hope you love it!!!

Not that I'm looking for anyone to feel sorry for me. I laugh when people say to me, "Hey, aren't you making all your money selling the Making Money Package?" The fact is that I'm always changing my show to try to make it better just so that I can afford to keep it on the air. I hope someday I will make a profit from teaching people all the secrets I have learned.



The greatest reward I get is when I see I have helped change someone's life and I see the excitement on their face.

This manual will make you question what I say when you see how easy it is to do, but don't confuse...

"Simple" with "Too good to be true."

Some of the simplest things in the world have made people billionaires!! Coke, for instance. A simple formula for a soft drink evolved into a multi-billion dollar world-wide success!

I'm saying all of this because if I don't, you might look at one of my simple ways and say to yourself "This is too easy, I'm not even going to try it."

Instead you should say, "This is too easy for me not to give it a try." Do this and you might just be sending me a thank-you card for changing your entire financial life. If you don't, I guarantee you someone else will, so why not you!!!

In just one deal that I did in 1996, I made over \$1,000,000 buying and selling!!! Please listen to what I say!!



And, in 1997, I should make over \$2,000,000 on another deal!!!

The Math of it
will Get you
Excited!!

The next few chapters will teach you about buying and selling. But, before I show you all the secrets I've learned, you need to understand the incredible power of mathematics.

Since a lot of people hate math, I will do all the math for you. Let's say you had \$400 in your savings account. Let's say you are earning 5% annual interest. That means in one year, your \$400 would have grown into \$420. That's terrible, because you could have turned that same exact \$400 into \$4000 or even \$40,000 in that same year.

If, after you learn what I show you, you still think a savings account is a great place to keep your money, then I failed at showing you the power of buying and selling!!!

In future chapters, you will learn how to buy stuff and then turn around and sell it in a month for twice what you paid for it. That's 100% a month interest on your money!!! But let's say I'm overdoing it a little and you end up only turning your \$400 into \$480 in a month. That's a 20% monthly return on your money. That's over 700% return on your money per year!!! If you took that \$480 and did it again each month, you would have turned your \$400, that was sitting in the bank, into \$3566.44 and that's by getting only 20% return on your money each month in just a year!!!

In this manual, I will show you how to find stuff that you could buy at 1/2 of what you can sell it for. This means you could buy stuff that you know you could sell for 100% return on your money and you can do this in less than one month!!!

Once you understand how fast you can multiply your cash, your entire mental outlook on buying stuff to turn around and sell becomes so sharp!! You will find yourself stumbling onto things that you will say, "Hey, I could buy these and turn around and sell them in a month or less and make a fortune!"

This is how great it can be!!

Let's say you learn how to take \$400 and use it to buy stuff that you know can sell for a 50% profit in 1 month!!!

You take \$400 and in your 1st month you turn it into \$600

your 2nd month you turn it into \$900

your 3rd month you turn it into \$1350

your 4th month you turn it into \$2025

your 5th month you turn it into \$3037

your 6th month you turn it into \$4556

your 7th month you turn it into \$6834

your 8th month you turn it into \$10,251

your 9th month you turn it into \$15,377

your 10th month you turn it into \$23,066

your 11th month you turn it into \$34,599

your 12th month you turn it into \$51,898

Now you're thinking, "Well, I don't think it will be hard to turn \$600 into \$900, but turning \$15,377 into \$23,066 in just a month is going to be hard." Not so. You will grow just a little each month and you will get better and better at turning your money over quickly.

Now there may be a month where you accomplish your goal in just a week and other times you may take longer than a month to accomplish your 50% return.

But the nice thing about getting into buying and selling is that you can make it as big as you want or as small as you want!!

Today I'm worth millions because of buying and selling!!!

BIG SECRET:

Americans are so lazy. They would rather sell something at 1/2 of what they know they could get as long as they don't have to go through any work selling it. Understanding this could make you extremely wealthy!!!

NEXT BIG SECRET:

Americans are so lazy when it comes to buying something, they don't mind paying more as long as they can buy it right now!! This can make you millions if you take buying and selling all the way!!!

I have so many people who come up to me and say, "Don, just because of reading your Diversify for Success manual, it opened my eyes to looking at things totally differently and, because of that, I started my own business!!"

Let me tell you, I think you're crazy to go to work for someone else when there are so many ways to make money!!

Over 75% of the people who go to work for a company are going to work for someone who started up his or her own small business. This means millions and millions of people like you have their own businesses, control their own hours and their own vacation time, and they're making more than they could ever make going to work for someone else!!!

My Rule # 1

Never listen to anyone unless they are doing better than you and there is only one way you can go and that's up!!!

Negative People

I found out that all the negative people in my life had all the answers as to why trying things won't work!! Then I realized I was listening to people who weren't doing any better than I was. So I followed rule # 1 for the rest of my life and it has totally changed my attitude and ability to achieve anything!!!

☒ One more mathematical statistic you should know before you read the next chapter.



Over 75% of the millionaires in the United States became millionaires by starting up there own small businesses!!

We live in the greatest country in the world. To settle for anything less than your biggest dream is the biggest single mistake you will ever make!!!

There are millions of millionaires in the United States!! So what makes you think for one second that you can't make at least \$200,000 a year?! If you can't see yourself doing that, it's because you haven't followed my rule #1.

Follow this rule and listen only to people who are doing much better than you and I promise that they will show you the way. A year from today, you will look back and be so glad you followed my rule # 1. If you learn nothing else from this package, please don't ever forget this!!

ALL YOUR
PROFIT IS
MADE THE
DAY YOU BUY
SOMETHING!!!

If you buy something cheap enough, you will never lose a penny!!! For example, I bought 7.8 acres of beachfront property in Puerto Vallarta, Mexico, on a beautiful white sandy beach for \$2.4 million in 1997. My partner and I are both going to take a big piece for ourselves and sell the rest in 8000 sq. ft. lots for an unbelievable \$165,000 each on the average. This means that I will sell 20 lots and make \$3,300,00. My profit will be \$900,000 plus a beachfront lot worth around \$700,000!!!

If this goes as well as I predict, I will buy the land right next door and do the same thing. I know for a fact that I will be able to make at least \$900,000 because the lots will really be worth around a minimum of \$285,000 each. I just got a great deal on the land!!! So I will really make over \$2 million profit!!!

This may sound like a lot of money, (and it is), but you can do the same exact thing buying couches, furniture, used cars, small homes, or products directly from the manufacturer, etc. I will show you in future chapters exactly how to do this and how to make it a super big business!!

Before you learn how to do this, you must agree to never buy anything unless you feel 1000% sure you can't lose a penny buying it!!!

You make all your money the day you buy something. The day you sell something is just the day you complete the transaction. Remember that!!

When you get started buying and selling, you will get so anxious to buy something just to get started that you will end up paying too much.

Don't! Never be in a rush to buy anything.

My Rule # 2

Never buy anything unless you buy it cheaper than you absolutely know you can sell it for!

If you follow my rule #2, you will never go wrong. In future chapters I'm going to show you:

#1) How to make someone else do all the work!

#2) How never to use your own money if you don't want to!

#3) Eight ways to buy stuff all day long at 1/2 the price you can turn around and sell it for!

#4) Desperate people will love to sell you their stuff at 50% of what it's worth!

There are so many incredible deals out there. So don't be in a rush to make this happen. Buy only when the price is great!!! You never want a great deal to pass you by because you have all your money tied up in stuff you bought and now can't get rid of!!!

Now, because I'm so busy, I pay a guy \$1500 a week to do nothing but go out and find great deals so I can double my money. He finds one or two incredible deals a year that make me hundreds of thousands of dollars. In 1996, I made a net profit of over a million dollars on just one deal we did when we bought a piece of land in Scottsdale, Arizona, at an auction!!!

Now both deals I mentioned to you are big land purchases. However, I only do big deals now simply because I have the money to do them. Could you see me buying furniture at people's homes and turning around and selling it?? I could, but now I have too much money to reinvest to make my money grow. I would have to buy furniture from hundreds of homes every month to continue to multiply my money. You will naturally grow into bigger deals as time goes on.

Donald Trump says in one of his books "Never Buy Anything Unless Someone Else Has To Sell It" and it is one of the best statements I have ever read!!

☒ All your profit is made the day you buy something, whether it's a desk, a car, a big piece of land, or (in Donald Trump's case), a 100-story building!!!!

✓ YOU NEVER
HAVE TO USE
YOUR MONEY!

Let's say you see an ad in the newspaper and it's someone who's selling everything they own because they must move right away! Let's say you drive to their home and they have a bunch of nice stuff! You add it up in your head and you realize you could sell everything this guy has for \$5000 easily, maybe even \$6000 or \$7000. So you ask the guy how much he will take for everything. The guy is taken by surprise because he was thinking it would take a week or so to sell everything. So the guy says, "Well, if you're willing to buy everything, I will sell it to you for \$3000." You offer him \$2500 and he accepts. You give him a \$500 deposit and tell him you will go pick up a truck so you can haul it away.

You just made yourself at least \$2000 just because this guy needs to sell his stuff fast!!

But let's say that two weeks prior to doing this, you called up all your friends, relatives, and people you were close to and told them, "How would you like to make 50% return on your money per year?" Their response will usually be, "Sounds great, but how risky is it?"

So you take the time to explain to them that you are buying and selling and that you'll never buy anything unless you're positive you can sell it quickly for a lot more money. You explain that you can take their money and make up to

50% a month on it so you're happy to pay them 50% a year on their money, guaranteed!! You also promise them that you won't touch a penny of the profits until they have all their money, with interest, back in their pocket.

Make sure you don't accept any more money than you are able to use or it will cost you 50% interest!!!

Now, in some cases, you could offer 20% a year or even 30% a year. Even 50% a year is less than 5% a month. So it's worth using other people's money!!

If you do this, in time, you will want to pay everyone back with interest and just use your own money because you should have plenty of your own to use!!

This can be used for starting many businesses. One problem: If people believe in you enough to give you their money for some annual interest, don't cheat them out of their money. I know of too many people who just can't pay back what they promise to pay. I hate people who do that. Make a deal and stick to it!!! Your word must be worth its weight in gold. If it's not, you will never have incredible success!!!

I just showed you a great thing to say to get people to give you their money.

Don't take advantage of it!

If anyone writes me a letter saying this technique isn't working for them, it's because they probably have already built a reputation of not being a person of their word.

☒ Rule # 3

If you make a deal, you live or die by your word and you will become a person whose word is worth your weight in gold!!

Plan on making \$50-\$150+++ per hour, minimum, for every hour you spend buying and selling, and that includes all time on the phone, looking through the paper, driving places to look at deals, etc.—if you do it right!!!

So, if you're making let's say \$75 an hour, it would be stupid to spend your time sitting next to the phone waiting for it to ring when you're trying to sell something!!! Get someone else to do it for a commission or a small hourly wage...

Spend your time in a way you will make the most money!!



Everyday I write a list of things I need to accomplish that day. I have two columns, one is for all the things that will help me make more money and the other column is for miscellaneous things that need to be done.

You will never catch me washing my car because I could spend that time making a lot more money than what it would cost to go through the car wash!!!

If time is money (and it is), then use it wisely!!!

The exception to this rule would be if you just loved washing your car and it was fun, then do it!!!

The next few chapters will really show you what I'm talking about!!!

✓ Rule # 4

Make a daily list of things to do each day and always work on the things that will make you the most money first!!

LET OTHERS
DO ALL THE
WORK AND
YOU MAKE
✓MONEY!!!

In the next few chapters, you will learn eight ways to buy and six ways to sell. As you read these ways, start thinking to yourself how easy it would be to hire one person to go out and find all the great deals (do all the buying) and another person to sell everything that is bought (do all the selling).

If you're willing to pay them a part of what you make, you can have one person find the deals and pay for it by using other people's money and then you have another person sell the stuff for you. Then you sit back and make the most money!!!

This will become so much clearer in future chapters, but I have another incredible rule for you to go by!!

Rule # 5

Never spend your time doing something that someone else can do for \$7-\$8 per hour!!

✓ THE BEST THINGS TO BUY

This is the hardest answer to give you because it all depends on what deal you're getting!!!

In general, I have found the best things to buy and sell are things that a majority of people need. Below, I will give you examples of what I feel are the best things to buy:

Great Things To Buy:

#1) Washers & dryers

#2) Dinette tables

#3) Desks

#4) Small pick-up trucks

#5) Refrigerators

#6) Baby furniture

#7) Bedroom sets

#8) Commercial land (if you know what you're doing)

#9) Small economy cars

#10) TVs

#11) Entire housefuls of furniture from people who are moving, as long as you can get an incredible deal!!

#12) Anything that most people want as long as it's a super great deal for you!!

Bad Things To Buy:

#1) Antiques

#2) Big, big cars

#3) Music equipment

#4) Sports equipment

#5) Anything perishable

#6) Anything that most people don't have.

If someone is moving and they have a home filled with normal, nice furniture and you can buy it all at a super price, that's a great deal. But if they have furniture that is so ugly you couldn't see anyone wanting it, then it doesn't matter how great of a deal it is. Don't buy it!

That also goes with cars, appliances, real estate, and everything else under the sun!!! There are so many desperate people that have great stuff to sell.

Remember my rule # 6:

Rule # 6



Never buy just because it's a great deal! Buy because it's great stuff and a great deal!!!

Trust me, there are thousands of these great deals that are passing you by every single day!! You will see what I mean when you spend 2-3 hours doing this and put \$1500 in your pocket for doing very little work. When you start doing this, keep track of all the hours you spend and how much money you make. If you do it even half way close to how you're supposed to do it, you will always make four times as much as being at a job!!!

The next chapters will go through all the different ways to do this!!!

INCREDIBLE WAYS TO BUY!!

After you go through and read these ways, you will have so many choices as to where to start, it will be exciting! Just don't make it complicated. It's so easy. You will stumble onto additional ways to make money as soon as you get out there and see all the things that are being sold!!!

WAY # 1

Place Ads in the Newspaper:

You could place ads in the newspaper that say:

(Sample Ad # 1)

I will buy anything

call _____

(Sample Ad #2)

If you need CASH

Immediately call _____

Now think about these two ads. They are very tiny, very inexpensive, and could be extremely profitable. Let's say you get calls from ad #1. It's true you should be willing to buy anything if the price is right and if you know you could line up a buyer to resell it right away!

Let's say someone calls you regarding Ad #2. Ask them what they need the cash for and offer to buy something they own at a great deal to you. You can even offer to sell it back to them at a higher price.

If you place the ad or ads in the classified section of the newspaper, it could generate a lot of calls. You may even get too many calls!!

Remember: only buy something if you know you can turn around and sell it for a profit or in the worst case scenario, sell it for what you paid for it and break even.

Way # 2

Bulletin Boards/Ads in Apartment Complex Laundry Rooms/ Colleges

Post a sheet of paper on bulletin boards in apartment complexes, employee lounge areas, college locations, and anywhere else you can think of where you can say something like:



And just watch how many phone calls you get.



Again, never feel rushed to buy just because you want to get started doing this. Take your time and wait for golden deals to be served to you on a platter. Believe me they are out there. Also, there are many things already posted for sale that you can pick up cheap. Especially if they are posted in a laundry room where they might not have gotten many calls. Those people may be very anxious to sell their stuff cheap, cheap!!

Way # 3

The Classified Section of over 3000 Newspapers

If you went through each day and looked through the classified section of the paper for things that you knew you could turn around and sell quickly from people who were very motivated to sell, you could keep busy 15 hours a day!! One of the most profitable ways to make money at this is to find not only people who are just plain desperate to sell their stuff, but also to find people that are selling many things and give them an offer to buy it all. So many times people realize if they have a house full of furniture they must sell because they are moving, they're better off to sell all of it to you at a great discount so they can move ahead in their life rather than to sit and wait by the phone for three weeks while there ads are running, waiting for buyers with a good chance of still not selling everything.

All you need to do is to find one very anxious person with a lot of stuff to sell and with no more time on their hands and you could make \$1000 or \$2000 every week!!

Way #4

Yard Sales and Swap meets

I'm not talking about going to yard sales and swap meets the normal way (which, by the way, can still generate you thousands a week). I'm talking about an incredible secret.

Have you ever had a yard sale? Have you ever loaded up a bunch of stuff and drove down to a swap meet? You get there at 6:30 in the morning and, by 1:00 in the afternoon, half of the stuff is gone and you're happy but tired and you want to go home. Just then someone comes up to you and says:

"I realize its one o'clock and you're probably tired by now, would you like to sell everything you have left for X amount?"

I guarantee you that, if you did this, you would find people who are tired and don't want to load up all their stuff (which to them is junk). They would rather sell it all to you for a 50% discount and be able to go home and count their money. You buy the stuff and either sell it yourself or have someone else do it. This one way of buying and selling alone, finding just a few people each weekend at the swap meet or yard sales that want to get rid of their stuff, could make you \$1000 a week cash !! Or more!!

Way # 5

The Internet

Finding things for sale on the Internet could be very exciting. It will soon be, I believe, the # 1 way we will communicate in the decades to come. If you don't know how to use the Internet, it's easy!! Just ask around! And be sure to read my 3 incredible manuals on how to make money using the internet!

I will soon be opening a new division in my company where you can get set up with your own page on the Internet!! You can ask customer service, and they will be able to give you a phone number to call!!!

Way # 6

Go to Manufacturers

As I mentioned earlier in my manual, manufacturers of all types of merchandise are in every state in the country. You can pick the type of product you want to buy and find those manufacturers, call them, and ask them one of two things:



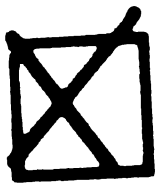
#1 Ask them if they have any factory overruns that they need to get rid of.

If you do this, you need to sound like you have the money to buy whatever quantity. You could do this by either using your own savings, getting a partner to back you, using your credit cards, or by any other way you can think of.



#2 Go to manufacturers (for example a manufacture of bed mattresses), and ask them if they would private label 100 mattresses a week and how much would it run.

Now, you may be saying "That's a lot." Remember you are talking to manufacturers that are used to doing large numbers. If you go there and say "Could I buy three mattresses?" they will probably tell you to take a hike. However, 100 a week sounds like you know what you're doing. Let's say they make king-size mattresses that retail for \$995 and can make them for you 100 at a time for \$150 each. You should get excited. But now what do you do, especially if you don't have the \$15,000 to buy 100 mattresses?



Here is what you do:

You say, "OK let me pick up let's say three to four of them so I can show my people and, if they like them, I'll place my order next week!" The mattress company may tell you that you need to pay more for the three or four because of the small quantity. They're right. You should pay more. Let's say they charged you their normal rate of \$300 a piece. Pay it. Now, say to yourself, "I'm going to try to sell them for \$300 a piece." If you do, your test is a major winner. Why? Because now you know you can buy them for \$150 a piece and double your money. You will never lose a penny. At this point, do whatever you have to do to make it happen.



Here are some of your options:

A) Tell your partners about your test and how you can constantly double your money over and over again and get them to invest or become partners.

B) Ask the manufacturing company if you could purchase them at the same \$150 a piece but that you would like to get just 20 or so a week to start off. See what you can work out.

Whatever you decide at this point, just don't let your gold mine slip away. You could make thousands and you could sell those mattresses in more than just your city. It's easy to set someone else up in another city to do the same thing. You could very easily build up to needing 100 mattresses a week

at \$150 profit per mattress minus overhead which gives you \$100 net profit per mattress times 100 mattresses a week and gives you a profit of \$10,000 a week!! There are thousands of manufacturers of all types of furniture and products!!

My Personal List of Wholesale Products (included in your Making Money Package) is an incredible resource for over a thousand items at low wholesale prices! The following is a list of other books that you can reference at the library that will give you lists and lists of manufacturers of all kinds of products!

Resources for American Manufacturers and Wholesalers.

Thomas Register of American Manufacturers

Published annually by:

Thomas Publishing Company

5 Penn Plaza, NY, NY 10001

American Wholesalers and Distributors Directory

Published by:

Gale Research

835 Penobscot Building

Detroit, MI 48226-4094

American Manufacturers Directory

Published By:

American Business Directory

5711 South 86th Circle

PO Box 27347

Omaha, NE 68127

✓ Note:

You can find these books at your local library.

High Technology Market Place Directory

Published By:

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Resources for International Manufacturers and Wholesalers.

Directory of Foreign Manufacturers In the U.S.

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University Plaza

Atlanta, GA 30303-3093

The International Directory of Importers

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European Wholesalers and Distributors Directory

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British Exports

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RH19 1XA, England

Hong Kong Enterprise

Published Monthly By:

Hong Kong Trade Development Council

Note:

Remember, you can find these books in your local library.

Way # 7

Let Your Partner Do All of the Buying!

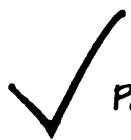


Find a partner who can get excited over the thought of only having to find great deals, buying the product, turning it over to you, and letting you do all the rest!!



Tell him or her that you will sell it and split the profit 50/50. This way, you don't have to put one penny of your money into the business!!

OR



Pay someone an hourly rate to do nothing but go out and find great deals!!!

Way #8

Go Door To Door

Going door to door can make you \$1000 to \$2000 a week. Here is why. Every single person in America almost always has something they would like to sell, that they now consider junk. If you go door to door, you should say the following:

"Hello, would you have anything lying around in your garage, closets, or backyard that you would like to just get rid of? Because if you do I..."

a) "would like to pay you cash for it on the spot and I will have it out of your way right away!"

b) "would be willing to haul it away because your junk could be another man's treasure and I could make money at the swap meet." At this point you could even offer to give them 50% of whatever you sell their stuff for. Try it—it works!



If you perfect this way of buying and selling, you could become very rich and you may never want to work for anyone else again. You can even have someone do the door-to-door speaking!!! This is a great way to start if you don't have any money!!!

Way # 9

Do A Consignment Deal With People

As I said earlier in this manual, almost everyone in America has something they no longer want but are too lazy to go through the work of trying to sell it. This one way could make you rich!!

It could be as simple as designing a flyer that you can place on people's doors or mail to their homes that says something like, "I can sell anything you have sitting around and I can get you top dollar for it. Just call me today!! (Your Phone #) We will even pick up your unwanted stuff and deliver back to you pure cash!! Let us do all the work!"

When people call, you could explain to them that you have become an expert at selling stuff quickly and, in the process, you have learned that almost everyone in America has something they no longer want and they would love to exchange it for cash.

→ You have to realize, when people no longer want something, in their mind, the value of that item drops. This means you can sell their stuff for less than what it's really worth. By selling it for less, it enables you to sell it fast!

Tell people that your fee can work a few different ways. You can charge them 10-20% of whatever it sells for, or they can tell you they would like X amount for it, and anything over that amount you get to keep!! If it is such a great

deal, you could offer them a fraction less and offer to purchase it immediately and this way they don't have to wait. Many people will take that option. Do that only if it's a great deal.

If you want, you could find a great rental space to lease out so you can have a location to sell from every day, or you can do it out of your home by placing ads in newspapers or use swap meets and yard sales to unload the stuff on the weekends.

You could draft an agreement between you and the party that is giving you the stuff to sell.

We suggest, if you go this route, you have someone else draft a contract that is 100% correct for your state. I can't give any legal advice.

The next page is a sample of an agreement you can use.

Let's say you decide to call yourself Bill's Consignment:

(SAMPLE)

Bill's Consignment Sales Agreement

Bill's consignment agrees to sell _____ products/merchandise described below:

[illegible]

If Bill's consignment sells the above items, _____ agrees to allow Bill's Consignment to keep the following amounts:

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly aged or off-white appearance.

Bill's Consignment agrees to sell all items within _____ days or return them to this address:

While Bill's Consignment is in possession of these items, it is Bill's Consignment's responsibility to keep items in the exact condition as when received. This agreement will begin on _____

Bill's Consignment Date

42

Customer

Date _____

To protect you from the customer accusing you of returning the property in worse condition, it may be worthwhile for you to take pictures.

Think of this, you have the ability to have all the merchandise you want to sell at no cost to you from people who want to get rid of this stuff.

You can also tell people they need to have enough stuff because you charge a minimum of \$100. You can even tell people that, if you pick up the stuff and it doesn't sell, they must agree to pay you \$100 or sell you the merchandise at some previously agreed upon price that you're excited about.

You can do consignment deals with people's furniture, motorcycles, cars, boats, minibikes, etc... Just remember, one man's junk is another man's treasure and, for you being the person in the middle of these transactions, you could make more than you could ever make working for someone else.

Just think, if you got up at 7:30 am, worked at this all day, and did this 50 hours a week, I believe it would almost be impossible for you to not double your income!! You also get to control your day, and take a day off when you want to. You're crazy if you don't at least try this part time.

Way # 10

Do a One-Minute Commercial

If you wanted to, you could have a company (video production company) make you a one-minute commercial that you could run on your local stations. This commercial could say a few different things. For example:

Commercial #1 could say:

"If you have anything lying around your house, and you've been too busy to get around to selling it but you want to sell it for cash right away, then call xxx-xxxx and we can give you cash immediately, or sell your stuff on consignment. Call us right now and turn your stuff into cash today."

Commercial #2:

Design your own using your own creativity. Remember, get people excited enough to call you.

Spending your money designing your own commercial is not the way to go when you're first starting out. I suggest that you stick to other ways until you have the money to risk producing a commercial.

Way # 11

Hire A Person To Find Incredible Stuff For You... I Do!!

As I said earlier, I now pay a guy \$1500 a week to do nothing but go out and find me great deals. At just one auction, he made me over a million dollars on one land purchase. Now that's a lot of money.

It would be stupid for you to spend \$1500 a week to have a person go out and find you great deals just starting out. But you could give a person \$100 or \$200 a week to go out and find you great deals and maybe do a split on the back-end profits.

You do this by explaining to them that they never need to use their money. They can use your money when they find the deals and you can split the profit with them.

If you are already busy working, and you can't afford to take time away from what is now paying your bills, I completely understand!! That's why I have mastered letting other people make me money by letting them find me incredible deals. For not doing any of the work, I can still make a fortune.

You can also say to someone, "If you find a great deal, I will buy it and immediately give you anywhere from \$50 to \$500 depending on how great a deal it is". This way is a nice middle of the road way to pay that person and give them instant satisfaction so they will go out and find another great deal for you.

Just an example of what could happen:

Your friend spends two weeks looking for deals on a part-time basis. He calls you up and says, "There is a lady who is moving who needs to sell everything quickly, and you can pick up the stuff cheap, cheap, cheap." She sells you \$4000 worth of furniture (that's furniture that you know you can easily sell for \$4000) for just \$2200. You buy the furniture for \$2200, give your friend \$300 for finding it, and within two weeks you sell the furniture, make yourself \$1500 not risking a penny. And you only spent a total of seven hours on the entire deal. These types of deals are happening everyday. People are desperate to sell things and are willing to sell stuff cheap, cheap!!

You could use this same exact way when it comes to having people do all the work selling your stuff.

Let others do most of the work so you can go from making \$10-\$20 per hour to \$50-\$200 per hour or more! If I told you how much I made per hour buying and selling, you would never believe me and yet, just a few years ago, I thought if I made \$100 an hour that would be all I could ever ask for. The more you make, the more you realize how much you could make compared to how much you're making now. When you hear people say the sky is the limit, people don't understand how true that statement is.

I hope this manual excites you enough to do something different in your life!!!

Important

When you get into buying and selling, start off buying and selling stuff that you are more familiar with so you know what you're doing.

You could make millions by taking advantage of lazy people who just want to unload their stuff cheap and then you turn around and sell it to people who are willing to buy it because it's exactly what they are looking for.

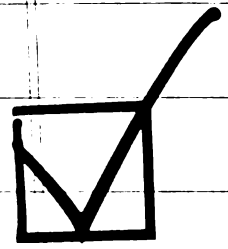
90% of all people's success comes from their great attitude. Stay away from anyone who could destroy your great attitude!!!

Way # 12

There is another way to buy that is so big it requires a manual of its own and that's going to auctions!!! Make sure you read the manual about auctions!

As I said earlier, some of the ways I have mentioned are very, very simple. But, until you actually do it, you will never realize how incredibly easy it is to make a fortune!!

Please make a commitment to yourself to do something or you will end up like 80% of the population who will do nothing, retire broke, and be unable to enjoy life for what it could and should be for anyone lucky enough to live in the U. S.!!!



6 Incredible

Ways to Sell!!!

In the next few pages you are going to learn a lot of different ways to turn around and sell what you just bought. Remember: if you did not purchase something at the right price, it will be hard for you to make money when you sell it. The key to getting top dollar when you are selling is not to be in a rush to sell something. If you are in a rush to sell something (for example, because you need the money), all of a sudden your price is going to drop and you will become just like somebody who you would normally buy from.

When you purchase something and you have it back on the market to sell, think of it as money in the bank, earning an incredible interest rate. Let's say that you bought something for \$400 and you are turning around and trying to sell it for \$600. Even if it took you six months to sell that item, that would still be a 50% return on your money or a 100% annual interest rate. There is no bank in the world that will pay 100% interest a year on your money.

→ So, if today you have \$1000 in the bank and you can purchase things that you know you can make a great return on by turning around and selling it, even if it takes you six months to a year to sell them, the profit that you could make will always outweigh the profit you could make by putting your money into a savings account. In my opinion, it is absolutely insane to leave your money in a savings account when you could be earning 100%, 200%, or 300% interest a year by spending just a few hours looking for incredible bargains, holding onto those bargains, and then selling them at a 50% mark-up.

For those of you who say, "I don't want to risk the money that I have in my savings account," my answer to you is this: If somebody is moving and they have to sell their couch, you look at it and you know that you can sell it instantly or within a few months for \$600 with no problem at all. They are only asking \$375 for it because they have to move. Your risk is absolutely zero. If, after two weeks, you were not able to sell it because you were busy doing other things, and all of a sudden you needed cash, you should be able to say to yourself, "Well, I know that I can always get my \$375 back in an instant!" Your risk of losing a penny becomes zero if you purchase things from people at an incredible price because they sold their stuff at a discount.

If you do buying and selling the way that I show you and you get a taste of how much money you can make by doing this, you may never go to work for anybody else again. I hope you enjoy the next few pages of this manual.

In ten short months from today, you could have all your bills paid, \$40,000 extra in your pocket, and be on your way to Hawaii for a week to enjoy the good life!!!

✓ Way # 1 to Sell

Placing Ads in the Newspaper

To Sell the Things You Bought!!

There are many newspapers in the country that will allow you to place an ad for free if you are selling something. Take advantage of this 1000% because, whenever you can advertise for free, it can only help you. Also, if you spend \$400, \$500, or \$600 on an item, don't be afraid to spend another \$30 placing an ad in your newspaper for eight days to generate a response from buyers.

You should get in the habit of calling your local newspaper and placing a few ads within one hour of buying something. That way, you can turn around and sell that item immediately. The real excitement you will get when it comes to buying and selling is when you see yourself purchasing something on a Tuesday and turning around and selling it on Friday for a 50-100% return on your money.

People in the United States love to read the classified section of newspapers. In my opinion, placing ads in newspapers, for everything you are trying to sell, is an absolute necessity if you're going to make big money fast.

Let's say you purchase something that needs to be repainted before you sell it. Many people will make the mistake of repainting that item, spending three or four

days cleaning that item up, and then placing the ad in the paper. The biggest mistake that you can make is to wait after buying something. You should immediately place an ad in the newspaper and start generating phone calls.

→ Way # 2 to Sell

Bulletin Boards and Ads at Apartment Complexes, Colleges, and Churches to Sell What You Just Bought!!

Another incredible way to sell is to make a flyer immediately after you purchase something. Make a flyer that is exciting, print about 50 copies of it, and then pay somebody \$30-\$40 or take a couple hours yourself and go around and post it in every apartment complex, every church, every college, every cafeteria—anywhere you can think of! Go to every grocery store where they have bulletin boards, where they allow you to post your ads... and any other place you can think of.

If you have a partner responsible for the selling, that partner can be responsible for making the flyers and posting them everywhere. The nicest thing is, as you are doing this, not only are you posting your own flyer to sell what you just purchased, but you're looking at each and every bulletin board at every location and looking for other items that are for sale by people who are desperate to sell. You will see this a lot, especially with people at apartment complexes.

Many times, you can get a better deal because many people put only one flyer up, and they received very few phone calls and they are discouraged and desperate. They are willing to sell at a discount because they are afraid that, if they don't sell to you, they may never get another phone call. This happens a lot. You should take advantage of anybody who is placing a flyer in these locations because, unlike you, they are not going to spend an hour going through the work of placing a flyer in 30 or 40 different locations. They are going to place it in one location, not generate many phone calls, and become very desperate to unload that item at a great discount to you because you will be one of the few callers to contact them.

- ☒ Remember, most of the time the value of stuff isn't nearly recognized by the owner because, to the owner, it is something they no longer want. When you own something that you no longer want, the value automatically becomes lower in your mind. This is why people will let a \$500 item sell for \$300 because, in their mind, \$300 cash is a whole lot more exciting than something they own that sits there everyday and from which they get no use!
- If you do what I show you, over the next few months, every time you see a flyer posted somewhere for something for sale, in your mind you will look at that and say to yourself, "Boy, that could be a quick \$300 profit," or you will say to yourself "Boy, I could make \$500 if I purchased everything this guy has for sale." All of a sudden, you are going to see money everywhere you look.



Way # 3 to Sell

Let Your Partner Do All the Work To Sell the Stuff You Just Bought!!!

One of the nicest arrangements that you can have is to have a partner who says to you, "I will do all of the selling." Let that person go out and sell and be responsible for selling everything you buy. This will allow you to spend 100% of your energy just looking for incredible deals. Remember, money is made finding the deals, not selling the deals. So, if you can find a partner who is excited about putting flyers everywhere, placing ads in the newspapers, taking phone calls, and going to the swap meets, you could spend 100% of your time looking for great deals. You will become better and better at doing it.

One thing that could happen as you get better and better, is that you will start to pick up items at such a great deal you will not want to part with them. For instance, you might find a beautiful couch that you can sell for \$800 and you will be lucky enough to purchase it for \$400, but then you will want to keep it to put in your own house. This is an incredibly big mistake that people will make. You have to turn around and sell that couch, get your \$800 and make \$400 profit. Then turn around and find another incredible deal or that couch could end up costing you \$3,000 a year in profit that you could have made by using that money and turning it over and over again. If you have a partner who is selling stuff, it will be the responsibility of both of you not to fall in love with what you buy.

Remember, you are in the business of finding great deals and making a whole lot of money by selling those deals to somebody else. So, if you make the mistake of buying a couch for \$400 that you could sell for \$800, but instead you decide to keep it, that's a big mistake and it could destroy your potential of making an incredible amount of cash. What I am saying is, find a good partner to work with, and both of you agree to never keep anything you buy. If you are like me, you're going to find that it is a lot easier to say than do. Good Luck.

Way # 4 to Sell

Do Consignment Deals With People to Sell
The Stuff You Just Bought!!!

If you own something and you would like someone else to sell it for you, there are consignment stores that you could go to and say, "I own three couches. Could I give them to you to sell and I give you a percentage of what they sell for?" This is a very common thing that is done in every city in the country. There are also people on a private level who are in the business of having yard sales every weekend. If you were to go to those people and say, "Hey, I notice that you have a yard sale almost every weekend. I have a couch that I have been trying to sell. If I left it here, would you be willing to try and sell it for me and I will pay you \$100 if it sells?" That particular person who has a yard sale every week will more than likely say, "Absolutely, bring it over and I will put it right here and, if it sells, you give me a \$100 and I will be happy!" Why?

Because that person is already sitting out there on a Saturday. So the work he or she will have to do to sell your couch is very little. That person will also feel that your couch will attract more people to his or her yard sale. So, why not take advantage of people who are already in the business of having a weekend yard sale. Or take advantage of people who go to the swap meet every week. You could say to that person, "Hey I notice that you have a little more space to sell stuff. I happen to have some stuff that I would like to sell. If I turn it over to you and give you a percentage of whatever it sells for, would you be willing to do that?" Those people are no different than the people who have a yard sale each and every weekend. However, it is going to depend on what it is that you are going to give those people to sell. But, besides going to consignment stores, just finding people who are in the business of selling all of the time and letting them do all of your work will allow you to spend most of your time finding great deals. A good example of finding consignment deals would be if you were to get into purchasing cars and trying to resell them. There are many car lots that would be willing to allow you to leave your car on the lot as long as they get a commission for selling that car. Also, go to swap meets and you will find a lot of the same people there each week with extra space to sell your stuff for you!!



Imagine if it only takes you a total of four hours to find a great deal. Let's say that you can buy a couch for \$400, and then find somebody that can sell it for you for \$800, and your total time invested is four hours. You end up making \$300 net profit. That becomes a job where you can make yourself

\$75 to \$125 an hour with just that one couch and not have one person to answer to. If you spend all day long waiting for phone calls because you are trying to sell one item, it will be impossible for you to make \$75 to \$125 an hour buying and selling. The only way to make big money is to let people do most of the work for you. Spend your time finding great deals and then turn them over to somebody who has the time it takes to sell them. Here's the greatest thing about doing this: let's say the person who has yard sales every week agrees to allow you to leave your couch at his or her yard sale and they will try to sell it for you. Let's say they sold it and you agreed to give them \$100 if they sold it. That person is not only going to be extremely excited that they made \$100 for doing nothing more than allowing you to leave your couch in their front yard, but that person is also going to say to you, "Hey, if you have any other things that you want me to sell for you I will be glad to do it. Just bring them over." All of a sudden you have three or four people you can count on to sell the things that you buy. This way, you will never have to spend a day sitting at a swap meet or waiting by the phone for the calls to come in. This means that you can spend all of your time becoming an expert on finding great deals.

Way # 5 to Sell

Use the Internet To Sell Stuff You Just Bought

You can get your own page set up on the Internet and have people click onto your page by knowing your Internet address. This can be a fun, incredible way

for you to sell stuff that you own. Especially stuff that you can actually sell to people out of state. Let's say that you found a company that gave you a great deal on leather jackets. You could list yourself on the Internet, and in the search engines under leather jackets. People who are looking for leather jackets would type "leather jackets" into the search engines. If they see your Internet address, they could click onto your page! You could be generating calls from all over the country from people wanting to purchase your leather jackets. The Internet may be the biggest way to communicate in the world in just a few years from now!

There are so many other ways to sell your stuff! This way would be fun if you're into computers, but don't just do this one way!!

→ Way # 6 to Sell

Sell Stuff Before You Even Buy It!!!

You may often find yourself in a position of going to somebody's home where you notice that they have five incredible desks for sale and you may already know people who are looking for desks. You may want to ask the person if you can take a photo of those desks. You can then turn around and show people those photos and, if they are excited about the desks, you can have them put a deposit down. You turn around, go back to that place, and purchase those desks, knowing that you have buyers. For example, if you were to team up with a manufacturer of furniture or any product, you could take photos of those products. Then you could set up a stand at a swap meet or at

hundreds of other locations, take orders, and explain to people that there is a two-week delivery time. This way you do not have to tie up any of your money and you are guaranteed to make a profit every time you make a sale.

If you think about it, many other people already do this. They will have a catalog or photos of something that you might purchase, and then you wait for it to be delivered. You do not have to be a big company to do this. Many people who do this are called independent representatives for certain companies. I am suggesting you represent these products to be your own product line. If people know that these are nothing more than products that you are going to manufacturers to buy, they might think they can bypass you and go directly to the person making this product. There is nothing wrong with you representing yourself as a salesman who supplies this product.

However, you would never want to lie to these people and tell them that you are the manufacturer of this product. You would explain to them that you get discount rates because you purchase a large quantity of this merchandise.

This statement should be true. You should be getting a large discount because you are purchasing many of these products.

The next time you go to buy something and somebody shows you a catalog or a picture and says you would have to order it, think to yourself that this person is making money without even having to purchase anything or keeping it in stock. There are thousands of manufacturers of products that could allow you to do the same thing. You just have to figure out which items would

excite you to sell! Look at pages 34-36 for the list of books of manufacturers you can reference at the library.

How To Guarantee You'll Never Lose A Penny!!

I talked about this earlier in the manual, but it is this simple. If you promise yourself to never purchase anything unless you are familiar with the product and you know in your mind that you are purchasing that product so cheaply that the worst-case scenario for you would be that you would have to turn around and sell it for exactly what you paid for it, you would never lose money. For instance, if you purchased an \$800 racing bike for \$600, that could be an incredibly foolish purchase because bicycles depreciate so much. You would have to find someone to purchase that bike for \$600. You may have just bought yourself a bike that you are never going to be able to sell unless you sell it at a loss.

However, let's say you just purchased yourself a bedroom set for \$400, which sold in the furniture store new for \$2000. It was brand new, but the lady you purchased it from was going through a divorce and just wanted to get rid of the bedroom set. Now, you can say to yourself that this was such an incredible deal that there is no way in the entire world that I could lose a penny because I know that I could sell it for at least the \$400 that I bought it for. There is a bargain like this being purchased every second of the day in the United States. The secret is to never be in a rush to purchase something

just because you feel like you need to purchase something. That is the worst mistake you could ever make. Just remember never to purchase anything unless someone else has to sell it cheap.

RULES AND LICENSES NEEDED

There may be a permit needed from your state if you are going to get into buying and selling from your home or another location. Call your local and/or state license office and ask them if you're required to have any license or permit. If you are, it's usually not a big deal. If you were to get into buying and selling cars, it may or may not require another license or permit.

☒ Understanding the Basics of Auctions

My partner called me up one day and told me that they were going to have an auction for a piece of land in Scottsdale that looked like a pretty good piece of land, if we got it at the right price. So I said, "Ok, are you going to the auction?" He said, "Yes, but since I have a few days I'm going to see what the property is worth so I know how much we should be willing to pay for it."

The next day he called and said the land is worth \$4,000,000. So, if we got it for less than \$3,000,000, that would be great. I said, "Great, let me know how it goes." He went to the auction and we got it for only \$2,200,000. We were excited and the best part is that we sold it for \$5,800,000 less than two years later!!! We had another guy as a partner we brought in at the last minute, so I only made a little over \$1,000,000 profit. I'm telling you this because in the next few pages I will talk about doing your homework before you bid on something at an auction. If you don't do any homework, it could cost you millions!!

Only a stupid person would bid on something if they had no idea what it was worth! Auctions can make you millions if you spend a little time and learn what you're about to bid on.....trust me, I know!

Page 76 and beyond gets to the fun stuff but you need to educate yourself on pages 63-75. You are going to love how easy this manual has been written!!!

Inspect before you buy

How do you ensure that what you buy at an auction is indeed a bargain? By inspecting any merchandise you intend to bid on beforehand and by doing a little research. Let's say you're looking for computers, but you know very little about computers, you would be wise to get out the phone book, turn to the yellow pages and start calling computer dealers. You might have to spend a couple of days doing this, but the payoff will come when you save big dollars simply because you did some research before bidding. Everything that's sold at an auction is not a bargain, and it's never a bargain if you paid too much in the first place.

Most auctions will allow you to examine the items going up for bid prior to the auction and you'll want to be sure to take advantage of this. Arrive early and thoroughly inspect (as much as is possible) any item(s) on which you intend to bid. Remember - all sales are final. Whatever you buy at an auction cannot be returned. All items are sold "as is."

Research first

There are many ways to research the items you want to buy. For example, if you're planning to buy a car at auction, you might want to visit a few car lots. Compare prices. Take test drives. Pick up a copy of your local Auto Trader. Be certain to get an NADA Blue Book or Yellow Book. If you can't find one at a

newsstand or bookstore, check your local library. You can call the National Automobile Dealers Used Car Guide Company at (800) 544-6232 to subscribe or buy a single issue of the Blue Book or Yellow Book. You will want to know the Blue Book value of any car you plan to purchase; and, when you buy a car at auction, you want to pay the wholesale price. If you pay the retail price, you might just as well go to a dealer. Depending on the age of the auto, there may be a warranty still in existence, and many dealers will offer extended warranties—something you won't get at the auction. Another source for automobile price lists is the Red Book, published by MacLean Hunter Market Report, Inc.—you can reach them at (800)-621-9907.

Your best bet when buying a car at auction is to bring someone with you who knows automobiles, perhaps a friend or neighbor with mechanical skills. Paying a friend or neighbor a few dollars to go to the auction with you could be the smartest move you'll make. What you'll pay them could be miniscule in comparison to what you might lose if you were to buy a lemon. When you're inspecting a car, be certain to have one of the auctioneer's assistants start the car for you. Observe closely, listen closely and inspect closely.

Boats/Airplanes: The same rules apply to the purchase of a boat, airplane or any big ticket item you intend to bid on at auction. If you're not an expert, find and consult one. One very good source is Consumer Reports. It's available on most newsstands, and computer types who are also members of CompuServe can access Consumer Reports on-line. You can subscribe by

calling (800)-234-1645. For electronics, you may want to contact Orion Research Corporation at (800)-225-1480; and, for art items, you could pick up a copy of Art & Auction magazine. It's published monthly and available at most newsstands. If your interest is in computers, be aware that computer technology changes rapidly. Unless you're an expert, or know one, you need to exercise caution or you may find yourself the owner of equipment that no one wants.

The bottom line is, be certain to inspect before you bid. Most people who are new to the auction scene will not inspect and therefore leave themselves wide open to loss. Most auctions provide time before the auction to inspect the merchandise. If you should attend one that doesn't, you might just as well get back in your car and go home.

Don't lose control

As I said earlier, auctions are fun, and it's easy for people to get caught up in the excitement of an auction and end up buying something they had no use for, or paying too much because the auctioneer noticed their excitement and took advantage of it. If you're attending an annual auction at your church, where it's unlikely you'll spend much for any of the items bid, you need not be so careful. But, if you're attending the auction of a piece of real estate, you need to keep your emotions in check. Don't get caught up in the moment and do something you'll regret later. I've noticed that some people behave at

auctions very much like a gambler out of control. Unlike the gambler, however, instead of losing everything but the kitchen sink, the person who gets carried away at an auction can find himself carrying home the kitchen sink, even though he might not have wanted a kitchen sink.

Have a plan

Before you go to an auction, know what you want, how much you plan to spend, and stick to the plan. If you're attending an auction where you are looking for something to resell and don't have any particular item in mind, set a spending limit and don't go over it.

Get there early

Remember, you want enough time before the auction starts to inspect those items on which you want to bid. You also want to get a good seat near the front. Professional auctioneers speak very rapidly and, if you're sitting in the back, you're more apt to misunderstand or not be able to hear the proceedings. This could cause you to miss out on an exceptionally good buy. If the auction is to be held in an area with which you're not familiar, you may want to scout the area a few days before the auction, just to make certain you'll be able to find it without any trouble.

"He who buys what he needs not,
sells what he needs."
Japanese Proverb

Don't be afraid to ask questions

Because auctioneers typically speak fast, it's easy to miss something. If you're bidding on something and you're not certain what the last bid was, speak up. The auctioneer won't mind and you'll eliminate the chance of missing a bargain or getting stuck with something you didn't want.

Types of auctions

If you plan to be doing a lot of buying through auctions, you'll need to be familiar with the different types of auctions and how they work. There are five basic types. They are:

- ☒ 1) Public Auction—an auction where everyone is invited to attend. The auctioneer calls out the bids and an item is sold at the highest bid.
- ☒ 2) Private Auction—the same as a public auction except that attendees have been invited and the general public is not invited. An example might be a coin club auction for members, held at the same time they hold their club meeting.

☒ 3) *Negotiated Sales Auction*—with this type of auction, bids are taken away from the auction site prior to the actual auction.

☒ 4) *Sealed Bid Auction*—these auctions are conducted by mail. You mail in your bid, the highest bidder wins, and results are usually mailed to the bidders.

☒ 5) *Spot Bid Auction*—like a *Sealed Bid* auction except that you attend the auction. Individual bids are handed to the auctioneer by participating bidders. The auctioneer will go through all of the bids and announce the winner—the highest bidder.

Terms you
should know

Reserve—means that the item up for bid has a minimum amount for which it must be sold. If no one bids the minimum bid or higher, the item is set aside.

Absolute—an absolute auction means that items up for bid will be sold to the highest bidder, regardless of the bid. For example, if a house is up for sale and the only bid for the house is one dollar, then the house is sold for one dollar. Sometimes an auction will have items that are absolute, and may advertise the auction as an absolute auction. You need to read the small print. If everything offered for bid at the auction is not offered absolute, there will usually be some mention of that in the ad, but it may be in small print—so read carefully. Also, before you buy anything at auction, you need to carefully examine the terms of the sale. If you're dealing with a government agency, you'll need to know what type of payment is acceptable—cash, money order, or check. Also, you may be required to give a deposit before the actual auction; and, if you're financing your purchase, you'll also need to know how much time you'll have to pay the balance.

Minimum Bid—this is the lowest bid that the auctioneer will accept. Minimum bids typically indicate a reserve on the item up for bid.

Opening Bid—the auctioneer will usually give the opening bid; however, it isn't necessary. The opening bid is exactly what you might think - it's the first bid made. If the auctioneer opens the bidding, let's say for one

hundred dollars, that doesn't mean you cannot bid below one hundred dollars—unless the auctioneer tells you that there is a reserve of a hundred dollars. People have made bids lower than the reserve and gotten the item. So, even though an item has a reserve, it doesn't mean you can't get it for less. If the owner of the item is at the auction and you make a bid lower than the reserve, the owner may indicate to the auctioneer that he will accept your lower bid.

Upset—this usually applies to houses or property that have been foreclosed on by the bank. The upset is the lowest price that must be bid on before the sale can be completed (much like a reserve).

Knockdown—(or Strike) refers to the price for which an item is sold. The term "knockdown" came from the practice of bringing down the hammer (or gavel).

Shills—a shill is someone who bids against you but who has no real intention of buying. The shill's goal is to drive the bid as high as possible. Shills are usually working for the auctioneer. It's illegal to use shills, but it happens—so be sharp. If you notice that someone at the auction seems to bid a lot but never buys and that his or her bid always seems to come just before the drop of the auctioneer's gavel, you may have reason to be cautious. The best defense against a shill is to have a price in mind and don't go above it. If you feel you were the victim of a shill or that what you

purchased was grossly misrepresented, you may want to contact your local licensing board (auctioneers are licensed in several states). If your state doesn't license auctioneers, then you may want to contact your local consumer affairs office or the state attorney's office.

Financing a purchase

There are government agencies that may assist you with the purchase of real estate or large ticket items. They are the Department of Housing and Urban Development, the Small Business Administration and the Department of Veterans Affairs. FHA loans are available through real estate companies and the Farmer's Home Administration has money to lend to farmers. You should be able to locate local branches of these organizations in the front of your telephone directory. If not, your local library should be able to assist you.

If you want to participate in auctions that require a lot more cash than you have, and you don't qualify for government assistance, you may want to use some creative methods of financing, such as forming limited partnerships, or perhaps a co-op, or getting a group of friends or family to participate. If you do, you may want to consult a lawyer to make certain you don't place yourself at risk of a major loss.

Interested in airplanes?

You may want to write to:

The National Auctioneers Association

(8880 Ballentine, Overland Park Kansas 66214) and

ask if they could provide you with the names of

auCTIONEERS in your area specializing in aircraft sales.

Auction newsletter

An easy way to obtain information on when and where government auctions will be held is to subscribe to the National Auction Bulletin, Inc. newsletter. You can contact them for subscription information by writing to them at 2501 N.W. 17th Lane, Suite 1, Pompano Beach, Florida, 33064, or you can call them toll-free at (800)-327-2049. Their newsletter is published twice a month and contains approximately 180 listings of auctions to be held by various government agencies, including US Customs, IRS, Marshall Service, General Services Administration, and the Department of Defense. Cost is \$49 for a one year subscription and \$29 for six months. They will take orders over the phone with a credit card.

It's a good idea to get your name on a mailing list. Often, this will lead to you receiving information from other sources that you didn't even contact. If you're planning to earn money through auctions, you'll want to be on as many mailing lists as possible.

Banks and Other Financial Institutions

Each year hundreds of thousands of homes, automobiles and other big ticket items are repossessed by banks and credit unions. When individuals can no longer make the mortgage payment or the car payment, the financial institution steps in and repossesses or forecloses. While most people don't enjoy seeing other people in financial trouble, the fact remains that one person's financial problems are usually someone else's financial gain.

Some of these institutions have more repossessed property than usual, and this spells opportunity for those who are alert. If you're interested in participating in these auctions, just call the banks in your area and ask when their next auction is or how they dispose of repossessed items. You may find that some banks will hire a second party to conduct the auctions; but, in most cases, banks will be only too happy to give you all the information they can to assist you in purchasing their repossessions. In fact, depending on your credit worthiness, you may be able to finance your purchase through the same financial institution that made the repossession in the first place.

You might also want to check the classified ads of your local newspaper. Most auctions will be advertised somewhere near the beginning of the classifieds. You should find that, in order to attract the largest crowd possible, most auctions will be held on Friday evenings or on the weekends. So you may find that the ads for auctions may not appear in your paper until Thursday or Friday.

Once you make a purchase at a bank auction (or any auction for that matter), you will be given a certain amount of time to take possession of the property. Sometimes it will be at the end of the auction, other times you may be given anywhere from a week to a month. Be certain you know when you must take possession. If, for example, you must take possession at the end of the auction, you'll need to be prepared to do so, and that may require having a truck or trailer at your disposal, along with the help of a couple of strong friends. If you don't take possession by the given deadline, the property will be auctioned again and you will lose any deposit you may have given. Remember - if you put a deposit on an item to be picked up later, be certain to get a receipt and don't lose it! Without it, you won't be able to pick up your purchase.

If you're planning to make a major purchase at an auction, you'll also want to know how much of the money you'll need the night of the auction. Sometimes you'll be able to make a deposit, other times you'll have to pay the entire amount due. Be sure you have this information before you attend any auction, especially where the amount of money involved is substantial.

If you specifically know the item on which you're going to bid (for example, an automobile) and you don't have the full purchase price, you may want to obtain a pre-approved loan. If you do this, you'll need to have the approval papers ready the night of the auction. In any event, if your purchase is from the same bank from which you get the loan, they'll be able to give you all the information you'll need to complete your purchase.

Police Auctions

Because most of the merchandise you'll buy at a police auction comes as a result of a burglary arrest, you'll find that most of the items up for auction are things that can be carried, such as televisions, video equipment, cameras, jewelry and bicycles.

The auctioned property usually consists of items that have been confiscated during arrests, or found and have not been claimed. In some instances, police departments hold auctions monthly. In smaller cities, they may be held only when property rooms become too full. You'll have to call and inquire when the next auction is, because most likely they won't advertise. You'll also want to know what form of payment will be accepted, because they may not take checks.

Also available from police stations are cars and boats. You can really get some great deals at police auctions, but you'll also find a lot of junk.

Police auctions usually have no reserve or minimum bid and anything you buy at a police auction is bound to be sold "as is." Remember, the police auctions are held only to dispose of stolen or abandoned property, they're not trying to run a business.

Most likely, you will not be able to inspect the merchandise first either, so there is a certain element of risk involved here. The greatest risk you'll run at

a police auction is with cars or boats, because titles are usually not guaranteed; so you might buy a car or a boat only to find that when you try to register your purchase, you may not be able to do so without a title. If you stick to the smaller items, like VCRs, stereos and especially bicycles, you should be able to make some great buys.

Just with the information I have given you so far, you could keep busy for the next five years, but I just started, so keep reading.....

City, State, and County Auctions

You hear all the time about people who get the deal of a lifetime on a car, boat, or home—simply by attending an auction and getting lucky. Well, it's true! And you can cash in on it too, with just a little leg work.

Your city, county or state probably has hundreds of auctions going at the same time. Police auctions, private auctions, auto auctions, estate auctions and sometimes city, state, or county surplus auctions. At one of these surplus auctions, you could find everything from fleet autos and confiscated cars to office furniture and supplies.

If you'd like to attend one of these auctions, you should write to the appropriate agency from the list provided in Appendix A. Cities, counties, and states may have public auctions or private auctions (sealed-bid auctions are not usually the norm). City, state, and county surplus auctions are the favorites of most people who really get into auctions.

Sometimes these auctions will be managed by a city or state employee and, other times, by an auctioneer contracted by the agency involved. At times, you will have just a few hours before the auction to inspect the merchandise; at other times, you may have as long as a couple of weeks. These auctions may be held monthly, annually or as the governing agency deems necessary. State surplus auctions will sometimes consist of university property. Those in the business say that auctions of university property are probably the best auctions you can attend. Why? Great stuff at unbelievably low prices.

University auctions are not publicized, and it's difficult to get information about them. The best way I can think of is to call the universities in your area and ask. You'll most likely need to speak with the person in charge of the purchasing department.

When you call for information on city, county, or state auctions, remember to ask all the important questions—date and time of the auction, where the auction is to be held, can you inspect, what form of payment will be required and how long will you have to take possession. If items requiring a title (such as cars and boats) will be auctioned off, be sure to ask if the title will be provided at the time of the sale. Also, don't forget to inquire as to whether or not they keep a mailing list. If they do, be sure to let them know you want to be on it.

Computers and typewriters are only a few of the items you'll find at surplus and university auctions.

Estate and Bankruptcy Auctions

When someone dies, it's not uncommon for his or her belongings to be auctioned. Sometimes, because there is no will, heirs cannot be located and a probate judge orders the possessions to be auctioned off, or the heirs, (for any number of reasons) just might want to dispose of the property of the deceased.

When a business goes bankrupt or just goes out of business, the entire business may be auctioned off including such items as desks, file cabinets, computers, vehicles, and any inventory in stock. Storage units have auctions when renters abandon their stored belongings and even the contents of safe deposit boxes can be auctioned after a period of nonpayment of rental fees.

Many of these auctions will appear in your paper's classified section. You may also want to check the Yellow Pages of your phone book under Probate Estate Auctioneers.

Estate auctions are often sources of excellent buys and there is usually a good variety of items from vehicles to land to furniture and appliances. You would do well to locate Probate Estate auctioneers in your area and get on their mailing lists.

United States Government Auctions

Many agencies of the U.S. Government have auctions. Those agencies include the Department of Defense, the General Services Administration, the Internal Revenue Service, US Customs, the US Postal Service, the Department of Housing and Urban Development (better known as HUD), and the Resolution Trust Corporation.

The items auctioned off by these government agencies range from land to surplus military supplies. The person who does his homework can do very well at these auctions.

Department of Defense - one of the best auctions to attend. Auctions are held by field offices called Defense Reutilization Marketing Offices. There are offices in nearly all states. You should be prepared to make a deposit of 20% on the items on which you wish to bid. You can do this with a credit card. If you have a letter of credit, it will probably have to be approved by the auctioneer prior to the auction. A list of U.S. regional offices can be found in the back of this manual as Appendix B.

General Services Administration—to participate in a GSA auction, contact the regional office that serves your area. A list of regional offices can be found in the back of this manual as Appendix C.

IRS—the IRS does not have a system set up for auctions and it's very difficult to get any information regarding the auctions they do hold. You may

get some good deals because the IRS does not typically hire professionals to run an auction. If you're interested in IRS auctions, you need to call the office nearest you and inquire about auctions or ask about form 2434 (the form the IRS uses to announce an auction). If you've ever dealt with the IRS, you already know that it can be extremely exasperating, so be prepared to be frustrated - it will be a test of your patience.

US Customs—US Customs auctions are overseen by a private company—E.G. & G. Dynatrend. You can call them at (703) 273-7373 or write to them at the following address:

E. G. & G. Dynatrend

U.S. Customs Service Support Division

2300 Clarendon Blvd. - Suite 705

Arlington, Virginia 22201

Customs auctions are held throughout the United States You'll find an assortment of items at these auctions—some stuff confiscated as part of drug busts, but the majority is not. There will be a catalog and merchandise is usually auctioned off in the sequence shown in the catalog. You will be expected to pay in full (once you've made a successful bid) with either cash or a cashier's check and, at some locations, with a bank credit card.

US Postal Service - Someone else's loss is your gain. When packages are not labeled correctly, or for some reason not deliverable, the post office eventually auctions them off. You can get some good buys at postal service auctions, but there are only five locations in the country where they are held. Some of the locations have minimum bid requirements, and some will send you information on request. Addresses and phone numbers are listed in the back of this manual as Appendix D.

Department of Housing and Urban Development—The one thing most people don't know is that single-family homes are not the only pieces of property available through HUD. They also have commercial properties. All property sold through HUD is sold "as-is" and if you're approved you'll be responsible for any repairs or improvements. For more information, you can write to HUD in Washington at the following address:

Department of Housing and Urban Development
Washington, DC 20410-4000

Or you may want to contact the regional office nearest you (listed below).

Region I - Boston Regional Office

Room 375, Thomas P. O'Neill Jr. Federal Bldg.

10 Causeway Street, Boston, MA 02222

Region 2 - New York Regional Office

26 Federal Plaza, New York, NY 10278

Region 3 - Philadelphia Regional Office

Liberty Square Bldg, 105 South 7th St

Philadelphia., PA 19016

Region 4 - Atlanta Regional Office

Richard B. Russell Federal Building, 75 Spring St

Atlanta, GA 30303

Region 5 - Chicago Regional Office

547 W. Jackson Blvd, 7th Floor

Chicago, IL 60661

Region 6 - Fort Worth Regional Office

1600 Throckmorton, PO Box 2905

Fort Worth, TX 76113

Region 7 - Kansas Regional Office

Room 200, Gateway Tower II, 400 State Avenue

Kansas City, KS 66101

Region 8 - Denver Regional Office

Executive Tower Bldg, 1405 Curtis St

Denver, CO 80202

Region 9 - San Francisco Regional Office

Phillip Burton Federal Bldg & Courthouse

450 Golden Gate Ave, PO Box 36003

San Francisco, CA 94102

Region 10 - Seattle Regional Office

Arcade Plaza Bldg, 1321 Second Ave

Seattle, WA 98101

*Ever hear of someone buying a home for
fifty dollars? It's happened before and it
could happen to you!*

*The following pages will direct you to all the places to contact if you want to
get involved with the auctions they have available. You're probably thinking,
where do I begin? Now you know why I said to promise yourself you'll attend
ten auctions before you ever think about not doing this!! I've made an
absolute fortune, so why not you!! It's incredible!!*

Appendix A

Directory of State Surplus Agencies

Alabama

State Agency for Surplus Properties

PO Box 210487, Montgomery, AL 36121

Alaska

Department of Administration, Division of General Services and Supplies

2400 Viking Dr, Anchorage, AK 99501

Arizona

State of Arizona, Surplus Property Management

1537 W Jackson Street, Phoenix, AZ 85007

Arkansas

Department, Finance & Administration, Marketing & Redistribution

6620 Young Rd SW, Little Rock, AR 72209

California

Department of General Services, State Garage

1416 10th St S, Sacramento, CA 95814

Colorado

State Fleet Management

1001 W 62nd Ave, Denver, CO 80216

Connecticut

Surplus Center

60 State St Rear, Wethersfield, CT 06109

Delaware

Dept. of Administrative Services, Division of Purchasing

PO Box 299, Delaware City, DE 19706

District of Columbia

Dept. of Administrative Services

2000 Adams PI NE, Wash., DC 20018

Florida

Department of General Services, Bureau of Motor Vehicles and Watercraft

Rm B-69, Larson Building, Tallahassee, FL 32399

Georgia

Department of Administrative Services, Surplus Properties

1050 Murphey Ave, Bldg 1A, Atlanta, GA 30310 I

Idaho

Department of Transportation

3311 W State St, Boise, ID 83703

Illinois

Dept. of Central Management Svcs, Property Control Division

350 Great Northern Ave, Springfield, IL 62707

Indiana

State Surplus Property

545 W McCarty St, Indianapolis, IN 46225

Iowa

State Vehicle Dispatcher

301 E 7th, Des Moines, IA 50319

Kentucky

Department of Finance, Division of Personal Property

501 Holmes St, Frankfort, KY 40601

Louisiana

Louisiana Division of Administration - Property Assistance

PO Box 94095, Baton Rouge, LA 70804

Maine

Surplus Properties

Station 95, Augusta, ME 04333

Maryland

Agency for Surplus

PO Box 1039, Jessup, MD 20794

Massachusetts

State Surplus Properties Office

1 Ashburton Pl, Room 1009, Boston, MA 02108

Michigan

State of Michigan, Department of Management and Budget Office Services Division

3353 N Logan, Lansing, MI 48913

Minnesota

Materials Management Division, Surplus Operation

5420 Highway 8, Arden Hills, New Brighton, MN 55112

Mississippi

Department of Public Safety

PO Box 958, Jackson, MS 39205

Missouri

State Surplus Properties

PO Box 1310, Jefferson City, MO 65102

Montana

Property Supply Bureau

Capitol Station, 930 Lyndale, Helena, MT 59620

Nebraska

Materials Division, Mall Level, State Office Building

301 Centennial Mall South, Lincoln, NE 68509

Nevada

State Purchasing Division, Capitol Complex

505 E King- Rm 400, Carson City, NV 89701

New Hampshire

State Surplus Property

78 Regional Dr Bldg. 3, Concord, NH 03301

New Jersey

State of New Jersey Distribution Ctr.

1620 Stuyvesant Ave, Trenton, NJ 08628

New Mexico

New Mexico Highway & Transportation Department Equipment Section

PO Box 1149, Santa Fe, NM 87504

New York

Surplus

Albany, NY 12226

North Carolina

State Surplus

PO Box 33900, Raleigh, NC 27636

North Dakota

Highway Department

Airport Rd, Bismarck, ND

Ohio

State & Federal Supplies, Administrative Services

226 N 5th St, Columbus, OH 43266

Oklahoma

Central Purchasing

State Capitol, Rm B4, Oklahoma City, OK 73105

Oregon

Surplus Properties

1655 Salem Industrial Dr, NE, Salem, OR 97310

Pennsylvania

Department of General Services, Bureau of Vehicle Management

2221 Foster St, Harrisburg, PA 17125

South Carolina

Department of Highways & Public Transportation, Procurement Office

191 Park St, Columbia, SC 29202

South Dakota

State Property Management

701 E Sioux, Pierre, SD 57501

Tennessee

No address available- Call 615-741-4896

Texas

State Purchasing & General Services Commission

PO Box 13047, Capitol Station, Austin, TX 78711

Utah

Utah State Surplus

522 S 700th St W, Salt Lake City, UT 84101

Vermont

Central Surplus Properties

RR 2, Box 350, Montpelier, VT 05602

Virginia

Division of Purchases & Supply

PO Box 1199, Richmond, VA 23209

Washington

Department of General Administration, State Office of Commodities Redistribution

2805 C St SW, Door 49, Bldg 5, Auburn, WA 98001

West Virginia

WV State Agency for Surplus Property

2700 Charles Ave, Dunbar, WV 25064

Wisconsin

State Property Program

PO Box 7867, Madison, WI 53707

Wyoming

State Motor Vehicle Mgmt. Services

723 W 19th St, Cheyenne, WY 82002

Appendix B

Directory of Defense Reutilization and Marketing Offices

All offices in your area may not be listed here.

For more information you may want to contact the National Bidders List

Defense Reutilization & Marketing Service

PO Box 1370

Battle Creek, MI 49016-1370

616-961-7331

REGIONAL SALES OFFICES

Columbus, OH

926 Taylor Station Rd, Blacklick, OH 43215
614-238-2281

Memphis, TN

2163 Airways Blvd, Memphis, TN 38114
901-775-6858

Ogden, UT

Bldg 2A-1, 500 W 12th St, Defense Depot Ogden
Ogden, UT 84407
Qn1 -.~49-6662

Europe

Lindsey AS, APO NY 09633
06121-82-3505

Pacific

Bldg 12, Camp HM Smith, HI 96861
808-4740491

DRMO OFFICES

Alabama

Anniston Army Depot, Anniston, AL 36201
205-235-7133 / 205-235-7733

ZWSE, Bldg T342, Anniston, AL 367205
205-235-7133

Alaska

PO Box 866, Bldg 34600, Elmendorf AFB AK 99506
907-552-3911

PO Box 35028, Ft Wainwright, AK 99703
907-353-6318 - 907-353-7334

Arizona

PO Box 104, Ft Hauchuca, AZ 85613
602-533-2074

PO Box 15011, Tucson, AZ 85708
602-750-5041

Arkansas

ZMFC, Bldg 339, Ft Chaffee, AR 72905
501-484-2862

California

PO Box 308, Edwards AFB, CA 93523
805-277-2209

Bldg 700, McClellan AFB, CA 95652
916-643-3830

PO Box 810, Marina, CA 93933
408-242-7189

Colorado

Ft Carson Bldg 318, Colorado Springs, CO 80913
719-579-4355

Bldg 621, Rocky Mountain Arsenal, Commerce City,
CO 80022
303-289-0378

Connecticut

Naval Submarine Base, New London Box 12,
Groton, CT 06349
203-449-3523

Delaware

Bldg 114, Dover AFB, DE 19902
302-678-6165

Florida

P0 Box 82, Jacksonville, FL 32212
904-772-9248

US Naval Air Station, Bldg 685N, Pensicola, FL
32508
904452-2451

Bldg 1110, PO Box 6838, MacDill AFB, FL 33608
813-830-2871 - 813-830-2872

Georgia

Marine Corps. Logistics Base, Albany, GA 31704
912-439-5966

Fort Gillem Bldg 310-B, Forest Park, GA 30050
404363-5117

Idaho

P0 Box 4068, Mountain Home AFB, ID 83648
208-828-2306

Illinois

Naval Training Center, Bldg. 3212A,
Great Lakes, IL 60088
708-688-3655

Bldg, 4141, Scott AFB, IL 62225
618-256-3105

Indiana

Naval Weapons Support System, Bldg 2034,
Crane, IN 47522
812-8543442

Kansas

Bldg 269, Ft Leavenworth, KS 66027
913-684-2878- 913-6842383

Kentucky

P0 Box 2555, Ft Campbell, KY 42223
502-798-4762

Louisiana

P0 Box 901, Ft Polk, LA 71459
318-535-4068

Maine

Naval Air Station, Bldg 584, Brunswick, ME 04011
207-921-2627

Maryland

Aberdeen Proving Grounds, Aberdeen, MD 20755
301-278-2235

Bldg 6704, Naval Air Station, Patuxent River, MD
20670
301-863-3316

Massachusetts

PO Box 69, Ft Devens, MA 01433
110

508-796-2418

Michigan

Bldg 417, K I Sawyer AFB, MI 49843
906-346-2254

Minnesota

Minnesota Air National Guard, Duluth Intl Airport,
Duluth, MN 55811
218-723-7441

Mississippi

Bldg. 152, Columbus AFB, MS 39701
601-434-7463

Bldg. 4422, Keesler AFB, MS 39534
601-377-2505

Missouri

Gas St. Bldg 2391, Ft Leonard, MO 65473
314-596-7101

PO Box 6010, Whiteman AFB, MO 65305
816-687-3308

Montana

Bldg 1531, Malstrom AFB, MT 59402
406-731-6346

Nebraska

Bldg 559, Omaha, NE 68113
402-294-2425

Nevada

Bldg 1035 Area III, Nellis AFB, NV 89191
702-652-2002

New Hampshire

Portsmouth Naval Shipyard, PO Box 2028,
Portsmouth, NH 03801
207-438-2282

New Jersey

Naval Air Engineering Ctr, Bldg 75,
Lakehurst, NJ 08733
201-323-2661

New Mexico

Bldg. 215, Cannon AFB, NM 88103
505-784-2436

Bldg. 1025, Kirtland AFB, NM 87117
505-846-6959

New York

Plattsburgh AFB, PO Box 864, Plattsburgh, NY
12901
518-565-5778- 518-565-5431

North Carolina

Bldg J, 1334 Knox St, Fort Bragg, NC 28307
919-396-5222

North Dakota

Grand Forks AFB, Bldg 432, Grand Forks, ND 58206
701-747-3780

Ohio

3990 E. Broad St, PO Box 13297,
Columbus, OH 43213
614238-3244

Oklahoma

US Army Ammunition Plant, McAlester, OK 74501
918-421-2248

Oregon

Umatella Army Depot, Hermiston, OR 97838
503-564-8632

Pennsylvania

5450 Carlisle Pike, PO Box 2020,
Mechanicsburg, PA
717-790-3325

PO Box 366, Tobyhanna, PA 18466
717-894-7455

Rhode Island

PO Box 985, Davisville, RI 02854
401-267-2294

South Carolina

PO Box 5716, N Charleston, SC 29406
803-743-5176

South Dakota

Ellsworth AFB, Bldg 1801, Rapid City, SD 57706
605-385-1021

Tennessee

Bldg, S.6, Millington, TN 38054
901-873-5670

Texas

PO Box 8029, El Paso, TX 79908
915-568-8503

Utah

500 W 12th St, Ogden, UT 81001
801-399-7281

Virginia

Stop 566/SX 151 W, Bldg 2517, Ft Belvoir, VA 22060
703-664-6551

Washington

PO Box 1321, Fairchild AFB, WA 99011
509-247-2350

Wisconsin

Ft McCoy, Bldg 2184, Sparta, WI 54656
608-388-3718

Wyoming

Bldg 808, Francis E. Warren AFB, WY 82005
307-775-3959

Appendix C

Directory of General Services

Administration

Regional and Field Offices

Regional Offices

ATLANTA

Office of Real Estate Sales

U.S. General Services Administration

Peachtree Summit Building

401 W Peachtree St

Atlanta, GA 30365

404-331-5133

BOSTON

Office of Real Estate Sales

U.S. General Services Administration

10 Causway St- Rm 1079

Boston, MA 02222

617-565-7000

FORT WORTH

Office of Real Estate Sales (7DR)

U.S. General Services Administration

819 Taylor St

Fort Worth, TX 76102 817-334-2331

SAN FRANCISCO

Office of Real Estate Sales

U.S. General Services Administration

525 Market Street

San Francisco, CA 94105

415-744-5952

Field Offices

CHICAGO

Office of Real Estate Sales

U.S. General Services Administration

230 S Dearborn St

Rm 3864, Mailstop 38-1

Chicago, IL 60604

312-353-6045

WASHINGTON

Office of Real Estate Sales

U.S. General Services Administration

GSA Center - Rm 2422

Auburn, WA 98001

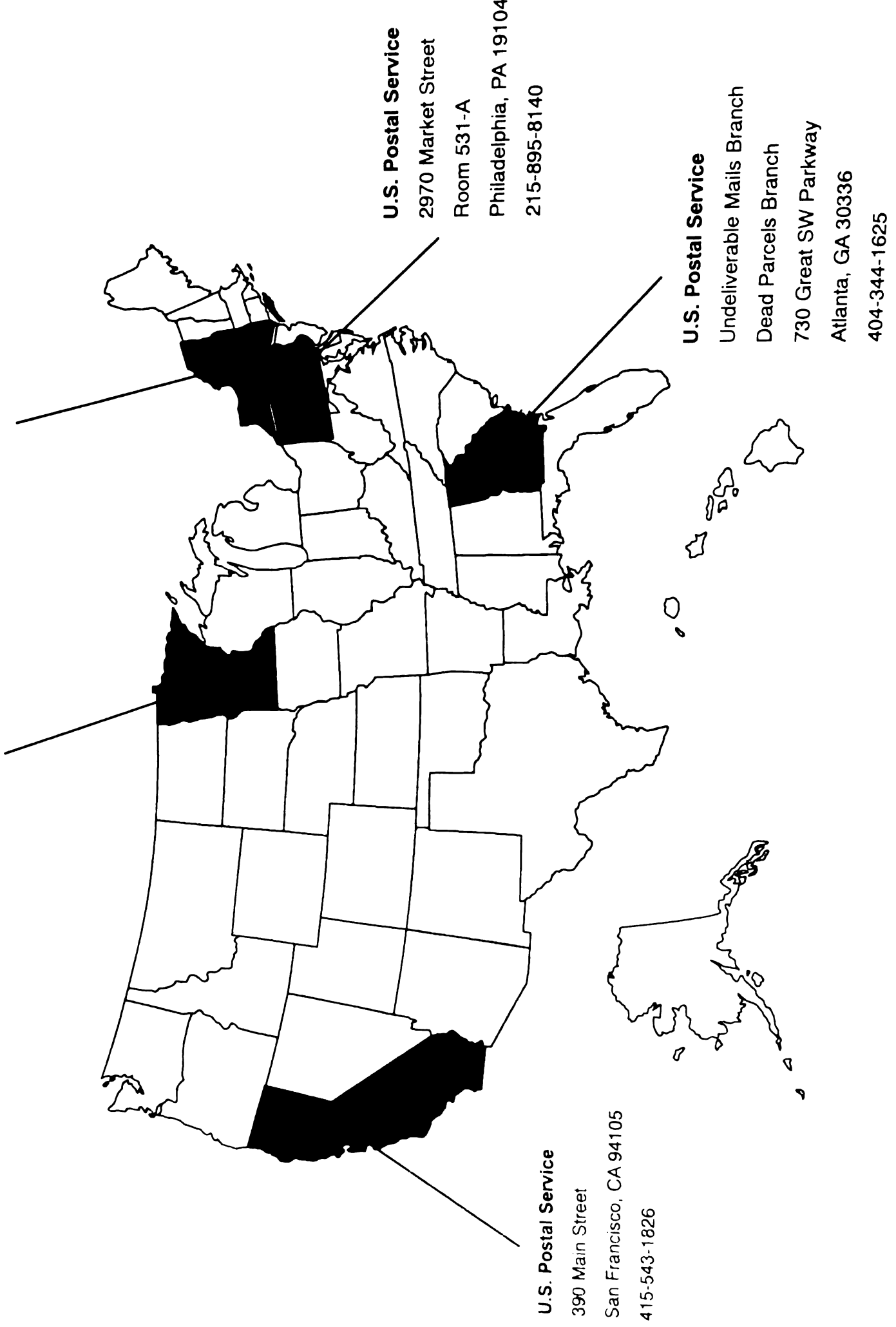
206-931-7547

Appendix D

Directory of U.S. Postal Auctions

U.S. Postal Service
443 Fillmore Street
St. Paul, MN 55107
612-293-3082

U.S. Postal Service
380 West 33rd Street
New York, New York 10199
212-330-3800



A Secret I
Have Learned

One of the testimonials on my show was given by a man named Joseph Flayer. He was so excited to share a secret he learned.

He found out that if you go to some auctions the day after the auction, many times you will find that the auction house is stuck with a bunch of stuff people bid on but never claimed after the auction. He found this out and then offered to buy what was left over! He got the stuff for almost nothing!!

So you might want to think about checking with places that hold auctions the day after the auction is held, it can't hurt!

To my friend Joseph Flayer, thanks for stumbling onto that idea and sharing it with us!!

A New Division I May Open in the Future!!

What if you went to an auction and bid on some property, some equipment, or some furniture that you thought was a deal of the century, but you didn't have the money to follow through and buy it!

It would be great if I set up a department in my company where I would have my people standing by, ready to fly out and purchase a deal that you just bid on that was a winner and we split the profits 50/50.

If I did this, they would have to be large bids, so that it would be a lot of money involved so you and I could make a minimum of \$25,000 each.

If I open up this division in my office—I will let you know.

If I do this, your entire job would be to go to auctions and find me great deals. You would get paid extremely well for it! I will let you know as it happens.

When You Are Successful

If you get into auctions and you find great success, please write me a letter or fax me a letter at my office. They are the best letters that I ever receive.

My address is:

Don Lapre

PO Box 37157

Phoenix, AZ 85069

My office fax number is : (602) 241-4110

I look forward to hearing from you!

\$29.95 U.S.

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